



Life in motion



From a genetic point of view, humans are as they were 300,000 years ago. This means that humans are designed for movements such as walking, running, climbing, bending and stretching. Sitting motionless for hours on end was not part of nature's plan and so results in severe disruption of your health and wellbeing.

Total 3D movement!

This seat, invented by Josef Glöckl, was the first worldwide to allow sitting in three dimensions, rather than in just the one or at most two dimensions to date, by means of vertical movement. Due to this up-down movement, combined with all-round horizontal mobility, the spine is only placed under strain when sitting on the "swopper" in the way that nature intended: i.e. in an all-over, rather than an unbalanced, manner, with ever-changing pressure points. The "swopper" then is a "comprehensive system" that meets the stringent requirement for total sitting in motion with all the resulting human benefits.

The "swopper" is the first product from the company aeris-Impulsmöbel. Other products in line with the company motto of "Life in Motion" that cater to the human genetic make-up, will be launched shortly and these are constantly being refined.













1990 1993 1994 1996



Worldwide success -

The history of the "swopper"a classic success story!

The concept for the "swopper" was born in 1990 from real-life experience: by a woman.

- Dorothea Prodinger-Glöckl, a physiotherapist recognised as a spinal column expert and wife of the later company founder Josef Glöckl, had observed that her patients, who she treated in the evening for back problems, only did their exercises for as long as their backs were causing them severe pain and the next morning went right back to the place where they had got their back complaints: to the inflexible office chairs that made them hunch and sit in a tense manner.
- She realised that sitting at the workplace was the problem. And that the solution should be found there too. So she asked her husband, an ingenious design engineer: "Could you invent a seat that can do at least as much as a sitting ball and that I can recommend to my patients, but which looks like a piece of designer furniture and can be used on a regular basis so that people can exercise their muscles pretty much as they go along and not notice at all that they're doing back exercises." This was in spring 1990.
- Josef Glöckl then started experimenting with inflated PVC prototypes. They provided various sitting heights and up-and-down loading, i.e. changing from placing the spine under pressure and relieving the pressure, without compressing the spine. This principle corresponds to walking on an uneven surface and is essential for the intervertebral discs to receive optimal nutrition.
- Hundreds of technical drawings followed. Several prototypes of all kinds of seat were built that were meant to combine vertical and horizontal movement. All sorts of materials were used.
- Josef Glöckl finally had a flash of inspiration when he looked more closely at his surfboard and saw how the base of the mast and the board were joined. Thanks to the so-called "power joint", the base of the mast could move in any direction – and this was the right starting point for the base of his ergonomic seat. The technical principle of the "swopper" was invented shortly afterwards: a mushroom design with a fixed stand and "power joint". Josef Glöckl applied for several patents and started to concern himself with the design.



1997







1999





Function & Design: The backrest for the swopper

- In 1993 at FROG-Design, a prominent design company, he met the young industrial design student Henner Jahns, who was completing his work placement there and who still required a topic for his final office furniture assignment – an ideal symbiosis!
- Henner Jahns received a good mark for his ergonomic seat based on the Glöckl principle, which he developed in 1994 for his final assignment, but it proved too extravagant for production.
- So in 1995 the seat was redesigned, for which Henner Jahns also provided the name: the "swopper".
- In July 1996, Josef Glöckl formed the company aeris-Impulsmöbel.
- In January 1997, Josef Glöckl and his wife showed the "swopper" to the public for the first time: at the International Furniture Trade Fair in Cologne. It was a huge success!
- At their second trade fair the International Craft Trade Fair in Munich in March 1997, Josef Glöckl was awarded a prize for innovation by the German government. In October 1997, the "swopper" first appeared on the market, an event that had been eagerly awaited.

- Its appearance at the TENDENCE trade fair in Frankfurt in August 1998 finally provided the "swopper" with its big breakthrough. Demand was strong. Interest grew worldwide.
- In 1999, recognition for the "swopper" followed from the German TÜV organisation and it was awarded the German "GS mark" for assured safety. This enabled the "swopper" to start being used as office furniture.
- In December 1999, AGR, a German campaign for healthy backs, gave the "swopper" its quality mark for back-friendly products as a purchasing recommendation to consumers.
- In 2000, Josef Glöckl developed the relax back rest for the "swopper" with Henner Jahns.
- In early 2001, the growing company moved from the town of Heimstetten to a larger office with a "swopper" showroom in the neighbouring town of Haar, near Munich.
- There followed the development of a "swopper" for young people for healthy sitting from day one.
- In spring 2001, the "swopper" could be admired in the famous Museum of Modern Art in New York. And shortly afterwards it was twice awarded a winning prize at the international furniture trade fair NeoCon in Chicago.



Recogniticommendation!

Many German and non-German commendations, quality marks and awards, with which the "swopper" has been recognised since its market launch, are impressive proof of the innovative power of the concept, the high quality of the manufacture and the high-level of acceptance of the design of this unusual and pioneering seat.











WINNER most innovative award

WINNER gold award

What medical people say about the "swopper":

Prof. Dr. K. Tittel, chairperson of a German healthy back forum

- "The "swopper", which can be easily adjusted to an individual's requirements regarding sitting height, spring rigidity and horizontal movement, keeps the upper body muscles exercised with the spine, prevents incorrect posture and also premature muscle fatigue due to the constant switch between the spring-based imposing and relieving of pressure."
- "This exercising action for the spinal muscles and the metabolism in the area of the intervertebral discs constitute a welcome preventative option in the fight against back pain."

Dr. Thomas Wessinghage, Medical Director of the rehabilitation clinic in Saarschleife

- "The "swopper" roughly has the same properties as an exercise ball, it moves in all planes, but sensibly remains fixed to the spot."
- "We'll only make preventative progress when it comes to the issue of back pain if we try something new."
- "The soft cosy boss' chair is no longer suitable for the times we live in, what matters is seating that facilitates dynamic sitting."

Dr. L. Weh, Medical Director of the rehabilitation clinic in Bad Bramstedt

- "In addition to the benefits of dynamic sitting in the horizontal and vertical planes, being fixed to the floor, in comparison with competitor models, is considered in particular to be extremely beneficial."
- "The outstanding quality of manufacture should also be stressed."

Dr. Bernd Reinhard, honorary chair of the BdR, the federal association of German back schools

- "The active-dynamic sitting element (editor's note: ADS was the working name for the "swopper") assists in the prevention and treatment of back complaints."
- "Movement is the natural way to keep your joints in shape."
- "The active-dynamic sitting element contributes to the realisation of the office dynamic of "The person and office in motion" and promises to make a considerable contribution to back health in the office."

Prof. Manfred Zimmermann, Heidelberg

- "As a neurophysiologist, I consider the "swopper" to be quite simply the most successful seating concept it gets everything moving that therapists have been advising their pain-racked patients from a preventative-medical standpoint but to date all too often unsuccessfully. The "swopper" isn't just about sitting, it's a way of life!"
- "As someone myself who also experiences chronic back pain, I am convinced by the "swopper" concept: I now have two "swoppers": one in the office and one at home."

Professor Willi Dungl, The Dungl Centre in the town of Gars am Kamp

• "The "swopper" has many benefits. But the main one is that it doesn't have any wheels. So people have to stand up once in a while."

What users say about the "swopper":

- "Oh, what a chair!"

 MUSICIAN AND COMEDIAN HELGE SCHNEIDER
- "Sitting on the "swopper" is fun! To me it's a feel-good chair. If I'm talking with someone on the phone and they're getting on my nerves, I'll bounce up and down for a bit. It works wonders... Before I had a proper boss-style chair, a hulking monstrosity. It was extremely comfortable, but my posture was like a cat's when it arches its back. Now [on the "swopper"] I'm sitting straight again by myself. All in all: it's really cool!"

USCHI - BY E-MAIL

• "I've been "swopping" now for about four weeks, my boyfriend for two. It puts you in a great mood and I don't even miss my back rest... Our back pain has pretty much all gone! Really good – my colleagues are really envious... I can't recommend the "swopper" enough. It's worth every penny!"

ANNETTE - BY E-MAIL

• "Since I've been using the "swopper", I've rediscovered sitting. Sitting without back pain or tension. Great design. I've also recommended it to quite a few friends, acquaintances and colleagues, who are extremely enthusiastic about it!"

HOLGER H./FRANKFURT

• "Thank you for the "swopper", because I couldn't get through daily office life any more without your "swopper". Following a slipped disc, I had real difficulty sitting on "normal" chairs. Thanks to your "swopper", I now cheerfully "sway" my way through the day!"

STEFAN H./ HAMBURG

• "I rate the "swopper" positively in every respect. At the start I didn't pay heed to the suggested adjustment period, but swapped my chair for the "swopper" right away. I had stiff muscles for the first two days around my chest and spine. Inevitably, my sitting posture has clearly improved in the space of four weeks. The tension in my neck and spine and around the shoulders has reduced considerably. Despite my fears, I haven't been missing a back rest."

ORBIS-NATURANA CUSTOMER, TROSTBERG

- "Sitting on the "swopper" you're forced to stretch to reach things that aren't in your immediate vicinity. Or you have to stand up... The change does you good!" EMPLOYEE OF THE COMPANY OSRAM IN TRAUNREUT
- "I'd give the "swopper" top marks!"

 MRS S., THE OMV COMPANY IN BURGHAUSEN
- "My constant back pain has been relieved."

 MRS W.-D., THE OMV COMPANY IN BURGHAUSEN
- "Muscle tension has let up, sitting has become more free and flexible."

PILOT PROJECT PARTICIPANT
OF THE COMPANY OSRAM IN TRAUNREUT

"Lovely chair!"

DUTCH TRADE FAIR VISITOR, IMM 2002, COLOGNE

• "My initial experience is extremely positive. My back pain, caused by tension around the shoulders, has also improved."

NESTLÉ EMPLOYEE IN POLLING

• "Sitting on the "swopper" you don't get tired so quickly."

NESTLÉ EMPLOYEE IN POLLING

• "Since I've been sitting on it all day, my back pain has gone."

TRADE FAIR VISITOR TO THE "SWOPPER" STAND IMM 2002, COLOGNE

• "Definitely to be recommended!"

JOURNALIST MATTHIAS H., HAMBURG

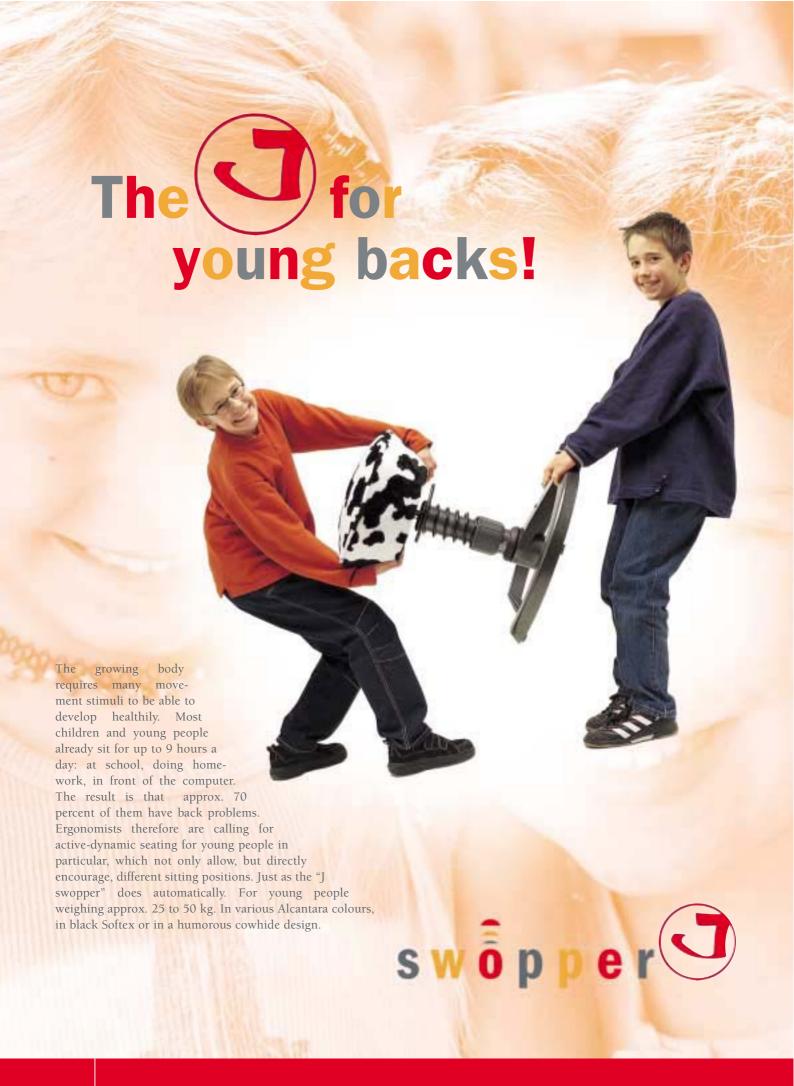


Attranti HEALTHY

The "swopper" not only looks good, sitting on it is really fun and it's healthy too! Never before has all this been available in this design. On the "swopper", there are no limits on the freedom of movement.

The key benefits for your health:

- You always sit correctly on the "swopper" automatically. Sitting evenly ensures the physiological S-shape of the spine.
- Both due to vertical movement on the "swopper" and with sideways movement, your intervertebral discs are constantly placed under and relieved of pressure. This produces the same effect as with jogging, horse-riding or trampolining. When placed under pressure, waste is squeezed out, when the pressure is relieved nutritional fluid is sucked in. This sucking-pumping effect promotes the metabolism in the intervertebral discs and keeps them fit and elastic. When sitting evenly, the intervertebral discs are also placed evenly under shifting pressure and not in an unbalanced way, such as when sitting with a rounded back.
- The ever-changing movements also do the muscles in your back and stomach good. Muscles working dynamically do not tense up, get tired less quickly, are better supplied with blood and also remain lightly exercised at all times.
- Due to the arched seat of the "swopper" and its ability to tilt, no pressure points result on the underside of the thigh and so no congestion results either in the legs. Due to lightly exercising all your leg muscles when using the "swopper", the calf pump remains active and the blood in the veins can be pumped back to the heart more effectively. This prevents varicose veins and haemorrhoids, among other things.
- Your joints too (hip, knee and ankle joints) are kept flexible by using the "swopper". This helps to prevent and alleviate arthrosis.
- The constant movement also promotes circulation. Your breathing becomes deeper, your blood as a result is enriched with more oxygen, this in turn promotes your powers of concentration and productivity and all in all increases your general wellbeing.





"swopper" frequently asked questions... ... and answers to them!

- Can I sit the whole day without a back rest?
- Much better than you might think! The "swopper" is designed in such a way that people, even when sitting down, can do what they are actually designed for: moving. Walking, running, bending and stretching are the original model movements of homo sapiens. For none of these movements do people need a back rest! Therefore one isn't needed on the "swopper" either, providing you keep moving. Put in modern terms: "Swopping" is like jogging sitting down.

Sitting motionless on traditional chairs, you require a back rest. Because the back muscles are not designed to do supporting work for hours on end. But if they are forced to do such work, tension and back pain are the practically unavoidable result. Indeed, by supporting yourself, you "incapacitate" your muscles, no demands are made on them, they become weaker and weaker and are less and less able to do that for which they are designed: to keep people upright and to keep the intervertebral discs in their place.

On the "swopper", your back is always active and always moving. Due to the slight but constant compensating movements that are required to maintain your balance on the "swopper", various muscles groups are repeatedly placed under pressure and relieved of pressure. As a result, your whole back remains fit and supple and you feel lively and fresh all day long.

Should you get twinges in your back now and again during the acclimatisation phase on the "swopper", that's a good sign. Muscle groups that have been unused to date may be "waking up"... The best thing you can do is to have a good swing about in all directions. That way you promote the supply of blood to the muscles and you exercise and promote the removal of the substances causing the twinges.

The bottom line is that movement is the best cure for back pain.

• Is there also a "swopper" with wheels?

• No, because we want you to move about! Our philosophy is: Life in motion. This quite deliberately involves a change in working positions between sitting, standing and walking as an important way of preventing back problems. This is why the "swopper" was designed from the outset without wheels.

We recommend that you use the unique movement of the "swopper" and the greater reaching area it provides specifically for stretching to reach things lying further away. And by all means deliberately stand up from time to time as well! To do this with the "swopper", you only need to swing back and forth for a bit and it easily springs you upright. It's fun and does you good!

Should your workstation be designed in such a way







that you have to spend some time in two different places, the "swopper" can easily be dragged back and forth. Simply grab hold of it under the seat and drag the "swopper" sideways. Due to the large glider on the base ring of the "swopper", this is very simple.

- What is the correct sitting position?
- Sit centred on the "swopper", so that the spring strut acts as an extension of your spine. Maintain your balance with your buttocks and both legs, which rest flat on the ground.

The pelvis should be positioned slightly higher than the knees, so that when sitting down there is an open angle with the hips and the knees. This promotes the blood supply.

Give a couple of good swings and that way you can stand up automatically. The diaphragm becomes freer and promotes deep breathing. As a result, both the body and head are better supplied with oxygen. You will see that your mental efficiency also increases considerably.

When you turn to your work with the "swopper", move your pelvis towards the desk. Due to the movement of the seat, the pelvis tilts forwards, the spine stands upright on the tilted pelvis and the back remains straight. You automatically assume the correct sitting position.

- The seat of the "swopper" is hard, I can feel the base of my spine.
- If you can feel the base of your spine, this is a sign that you have been sitting for too long without moving. Stand up briefly or move your pelvis in various directions. Experience indicates that after a certain acclimatisation period the base of your spine will no longer cause you discomfort.

Can the seat cover be removed?

• Although the seat cover can be removed, we wouldn't advise it. Our upholstery firm uses a special technique to cover the "swopper" without creases and without adhesive. An untrained person couldn't do this.

Generally speaking, it's not necessary to remove the seat cover, because Alcantara is particularly easy to look after. A damp cloth and possibly some soap (no cleaning products containing chlorine) are all that's required to remove a mark. Brief care instructions are attached to every "swopper". We will gladly send you detailed care instructions if required.

- What is "swopping" meant to be good for?
- "Swopping" strengthens the back muscles and promotes the nutrition of the intervertebral discs. There is no congestion in the legs either and you feel fit and vibrant all day long. On the "swopper" you sit "correctly" automatically and so prevent back pain. And above all what's practical about that is that you can easily do something for your health while at work pretty much without thinking about it.
- What are the differences between the "swopper" and an exercise ball?
- The "swopper" is safer:

It won't roll away, it can't burst, you can't fall over or fall off.

- The "swopper" can be adjusted individually: for sitting height, spring rigidity and sideways movement.
- The "swopper" has a pleasant seat:

Nearly all "swopper" seat covers can breathe – an exercise ball is made of PVC.





• The "swopper" is well designed, space-saving and adaptable.

Desk drawers open and close easily, it doesn't get in the way, it's a focus of attention and a feature, it doesn't look out of place.

- The "swopper" has a timeless, innovative, original design that can fit into many interiors.
- The "swopper" has received many awards:

The "swopper" carries the German GS mark (which means it satisfies the German GSG product safety legislation) and can be used wherever people sit.

- How long is the warranty on the "swopper"?
- Three years. Faulty "swoppers" will be repaired free of charge during this period provided of course that no third party is responsible.
- Will German health insurance schemes pay for the "swopper"?
- Yes, this is possible, if a doctor prescribes you a "seat movable in three dimensions" as a form of treatment.

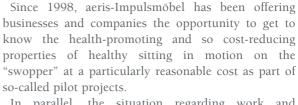
If an employee is prescribed a "swopper" by their doctor and the German health insurance scheme refuses to meet the costs, it is still possible to ask the employer to meet the costs of the "swopper" either in full or in part. After all, the employee has repaid the purchase price of a "swopper" for good if just one sick day for back problems is saved! It can be assumed that the benefits — due to greater motivation, increased efficiency and greater wellbeing — quickly outweigh the purchase cost of the "swopper". The German health insurance schemes cannot meet any costs for preventative measures. Therefore, a statutory German health insurance scheme cannot meet the costs of a "swopper" for the prevention of back pain.

- Shouldn't the employer pay for the "swopper"?
- You will need to discuss this with your employer. Even from a cost perspective (see above), your employer shouldn't in fact delay in providing a "swopper". However, if it cannot be financed through the employer (or not yet), why not do yourself a favour and use your own office "swopper" at your workstation. It's your health that's at stake after all!
- Is there also a "swopper" for young people?
- Yes! Because movement is at least as important for young people as it is for adults. Sitting still is extremely bad for young backs. That's why there's also a "J swopper" that meets young people's desire for activity and that has a slightly shorter and softer spring. It has been designed for body weights of 25-50 kg. For healthy backs from day one!
- Is the "swopper" also available with a different seat cover?
- Yes! In principle, with any cover you want. We will gladly meet your personal requirements for the cover favourite material, company logo, CI colours provided the material is suitable. We can also provide the "swopper" in several strong Alcantara colours, with a washable Softex cover in black, white Skai, black ecoleather or in a humorous black and white cowhide design.
- Can the "swopper" also be used as a standing aid?
- No, the "swopper" is designed for sitting in motion, not as a standing aid. The maximum height of the movable spring strut is too low to support you when standing. Setting it higher would jeopardise the stability of the design. However, a proper standing aid enabling you to truly stand in a relaxed manner and that supports your back to keep it healthy is currently being developed for the enhanced product range from aeris-Impulsmöbel.



Sitting healthily - cutting down on costs.

"swopper"-pilot projects from a scientific viewpoint



In parallel, the situation regarding work and movement in the office workplace is being recorded and evaluated by questionnaire by Prof. Dr. Detlef Krüger from the higher technical college in Hamburg. Over 1000 points of view currently form the basis of this most up-to-date investigation. The clear conclusion is that the "swopper" successfully prevents back pain!

What this specifically means for companies is that "swopping" employees have an opportunity to be affected significantly less by back complaints than other employees. Even if just one single lost day can be saved, the "swopper" has paid for itself. For many years too. (For further information see page 16: "Evaluating the survey results").



Back pain has become a national complaint. Every second adult in Germany could tell you about the subject of back pain.

72 million workdays are lost as a result every year, 73 percent of all managers complain of back problems, approx. one third of all lost days are due to skeletal or muscular complaints. The high cost to companies of employees being off sick, a significant strain on the





German health insurance schemes and also on the pension funds due to many people retiring early are the result, all due to back complaints.

The "swopper" was developed to prevent and treat back pain. Whether and to what extent this goal is actually being achieved in practice is to be demonstrated by an independent study that is being continually updated and that has been running regularly since 1998 to accompany the pilot projects of aeris-Impulsmöbel. The structure and evaluation of the study is in the hands of Prof. Dr. Detlef Krüger of the occupational sociology and technology design research team at the higher technical college in Hamburg.

Concept and implementation of a pilot project

For a pilot project, aeris-Impulsmöbel provides companies with the required number of "swoppers", generally for four weeks. aeris-Impulsmöbel also deals with information and skills training for the employees taking part in the project. This includes detailed instruction in the use and features of the "swopper" as well as key information relating to office dynamics, workplace design and layout and health promotion.

The companies are not obliged in any way to purchase or take receipt of the "swoppers". All "swoppers" made available are taken back at the end of the project by aeris-Impulsmöbel on request. It is possible to purchase the "swoppers" at a special pilot project price.

At the end of the trial period, the subjective evaluation of the "swopper" by the employees involved is recorded by questionnaire.

Results of the evaluation

From over 1000 questionnaires it emerges that:

- 91 percent of those surveyed worked more than 2 hours a day in front of a monitor, nearly 40 percent more than 6 hours.
- Just under 50 percent considered the physical strain caused by long periods sitting at the workstation to be severe to very severe, 44.1 percent accepted the strain as average and only just under 10 percent viewed the strain as minimal.
- Well over 80 percent of the test subjects had already had reason to complain about conditions of the locomotor system or muscle tension. In particular, over 80 percent cited back pain, over 70 percent neck pain, over 50 percent shoulder pain and approx. 25 percent of those surveyed pain in the arm as being burdensome.
- In the case of 42 percent of those surveyed, these complaints had persisted for more than one month or had become an ongoing impairment.
- One third of the test subjects had also been signed off sick one or more times because of these complaints.
- Approx. 90 percent of the pilot project participants saw a clear link between sedentary work and their complaints. Almost as many were prepared to actively combat these complaints, for example by means of a health programme for more exercise in the workplace.



Sitting in motion promotes health and wellbeing at the workstation, increases concentration and efficiency and is also worthwhile financially.

- The survey revealed that the preferred uses for the "swopper" were VDU work (over 90 percent), general office tasks (70 percent) and administrative tasks (over 40 percent).
- Almost 60 percent of the test subjects used the "swopper" for more than four hours a day, a further 22 percent for two to four hours and approx. 18 percent sat for up to two hours on the active-dynamic sitting element, which to them was new.
- Regarding the main benefits, nearly 90 percent cited the constant shift in pressure on the "swopper", nearly 40 percent noticed an increase in efficiency and 35 percent stressed the greater freedom of movement on this office seating.
- To the question "Have your complaints or your physical wellbeing improved by using the "swopper"?", a clear majority of almost two thirds of all those surveyed replied "Yes", "Yes, significantly" or "Yes, improved very considerably."

Evaluating the survey results

These findings must be viewed as most remarkable, when it is considered that nothing more is being done than "simply" sitting in a new way! No medication, no operation, no radiation treatment, no massage, no special exercises, etc. A new way of sitting on the "swopper" alone brought noticeable improvements for the overwhelming majority of those surveyed. The link

between "sitting in motion" and health and wellbeing has been documented by this study. "Swopping" therefore keeps not just the back, but the entire person fit and healthy.

The findings of this study support what, among others, the medical school in Hanover in collaboration with AOK Lower Saxony (a statutory German health insurance scheme) have discovered: preventative measures produce health and economic benefits for the national complaint of back pain. This means that targeted prevention is more effective and cost-effective than many costly treatments.

It all adds up

More and more companies are therefore actively incorporating occupational health provision into their quality management. Because every day lost by an employee makes a difference of approx. EUR 500 to the costs. And cases of illness of 20 days on average in the case of back complaints are not at all rare. Active-dynamic sitting is considered to be one of the most effective preventative treatments today for office jobs.

If by buying a "swopper" and by means of dynamic sitting just one single sick day can be saved, then the purchase cost of this top-quality seat with a 3-year warranty has quickly paid for itself!





"swopper" STANDARD

- Material: Softex, Skai in different colors
- Base Ring: anthracite



"swopper" CLASSIC

- Material: Alcantara in different colors
- Base Ring: anthracite



"swopper" LEATHER-CLASSIC

- Material: Leather in black
- Base Ring: anthracite



"swopper" TITAN

- Material: Alcantara in different colors
- Base Ring: titanium



"swopper" LEATHER-TITAN

- Material: Leather in black
- Base Ring: titanium



"swopper" JUNIOR

- Material: Alcantara in different colors
- Base Ring: anthracite



"swopper" BACKREST

• Frame: anthracite or titanium

"swopper" PAD

• Material: Alcantara in different colors

